

## Message Text

UNCLASSIFIED

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47

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 /014 W  
----- 075010

R 271108Z FEB 75

FM AMCONSUL JOHANNESBURG

TO USDOC WASHDC

INFO SECSTATE WASHDC 3754

UNCLAS JOHANNESBURG 0252

USDOC

E.O. 11652: N/A

TAGS: BEXP, SF

SUBJ: PRIVATE TRADE OPPORTUNITY

REF: STATE A-7974, SEPT. 20, 1973

1. 791/04/P0065

2. 022675

3. K.STEINS

4. 791 REP SAF

5. A

6. (A) REPLY TO --

(B) J. NASH, MANAGING DIRECTOR

(C) ASTRA AIRCRAFT CORPORATION (PTY.) LTD.

BOX 31074, BRAAMFONTEIN, TVL. 2017

7. CABLE: AIRCORP. TEL. 011-724-7377 TELEX: 430379

8. --

9. 114. 9A. EXCLUSIVE AGENCY (BUT WOULD CONSIDER SHARING  
AN AGENCY IF BUSINESS PROFITABLE ENOUGH)

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10. DESCRIPTION:

34525XX0000 - INTERNALLY THREADED FASTENERS, EXCEPT AIRCRAFT

34526XX0000 - NONTHREADED FASTENERS, EXCEPT AIRCRAFT

34528XX000 - OTHER FORMED FASTENERS

FIRM DESIRES EXCLUSIVE AGENCY FOR ALL TYPES OF INDUSTRIAL FASTENERS USED BY FOLLOWING INDUSTRIES: AUTOMOTIVE, ELECTRONIC, AGRICULTURAL, LIGHTING, SWITCHGEAR EQUIPMENT, ETC. IN OTHER WORDS, ANY FASTENER WHICH CAN BE USED BY GENERAL ENGINEERING COMPANIES, E.G. TOGGLE LATCHES (PARTICULARLY INTERESTED IN HAVING MORE INFORMATION ON "CORBAN" LATCH), PAWL LATCHES, BLIND HOLE FASTENERS, QUICK RELEASE FASTENERS.

COMPANY REPRESENTED DZUS FASTENER FOR 10 YEARS, EXCLUSIVELY FOR AVIATION INDUSTRY. DZUS HAVE SINCE THEN EMBARKED UPON AGGRESSIVE PRODUCT DEVELOPMENT PROGRAM SELLING MAJORITY OF THEIR FASTENERS TO GENERAL ENGINEERING CONCERNS. WITH EMPHASIS ON MARKETING POLICY AWAY FROM AIRCRAFT FASTENER TO GENERAL ENGINEERING INDUSTRIES.

ASTRA DECIDED TO SET UP SEPARATE FASTENING DIVISION WITHIN ASTRA GROUP. DUE TO SUCCESS OF DIVISION DECIDED EXPAND BUSINESS BY ACQUIRING NEW AGENCIES. SALESMEN HAVE SPECIALIST KNOWLEDGE OF FASTENERS THEY MARKET AND HOLD STOCKS OF MORE POPULAR TYPE OF FASTENER. FIRM VERY FAVORABLY REPORTED ON TRADE AND BANKING CIRCLES. RECOMMENDED AS TRADE CONTACT FOR U.S. FIRMS.

GUTHRIE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 27 FEB 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1975JOHANN00252  
**Document Source:** CORE  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION AF  
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**Reference:** 75 STATE A-7974, 75 SEP20, 75 1973  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ElyME  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 27 MAY 2003  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PRIVATE TRADE OPPORTUNITY  
**TAGS:** BEXP, SF  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006